

SunWize Technologies, Inc.

January 30 2012



The SunWize Advantage

- Credible
- Experience
- Execute
- Capable



SunWize installation at Zion National Park

MISSION

To make the Earth a better place by continually expanding the use of sustainable energy.

VISION

SunWize will be the leader in the creation and delivery of increasingly effective sustainable energy solutions.

VALUES

- Customer Centric
- Embracing Challenge
- Team Spirited
- Stakeholder
- Accountability
- Socially Responsible



CREDIBILITY: 20 Years of Leadership in U.S. Solar

- **A Leader in the U.S. Solar Market**
Founded in 1992
GSA listed since 1996
Qualified Unicom PV Installer
- **Largest Solar Electric Distribution Operation in the U.S.**
Over 200,000 sf of warehouse space on both coasts to support project execution and sales to over 1,500 dealers via indirect channel.
- **Broad Geographic Footprint**
Project execution team experienced at managing EPC of projects across the 50 United States, territories, and outlying areas.
- **Global Fortune 150 Parent**
SunWize is wholly-owned subsidiary of Mitsui & Co. (U.S.A.), Inc., a U.S. based trading and investment company with annual revenue of over \$8.4 billion. Mitsui & Co. (U.S.A.) is in turn part of Mitsui & Co., a \$46 billion global Fortune 150 company.
- **Bonding**
As a wholly owned subsidiary of Mitsui & Co., SunWize has bonding ability to meet both large project demands as well as to handle a series of projects simultaneously.



SunWize Corporate Headquarters in San Jose, CA



EXPERIENCE: Robust Knowledge in PV System Delivery



Rooftop

SunWize engineers design rooftop systems proven to stand up to severe wind loads and extreme weather, while meeting roof loading and penetration requirements to maintain existing roof warranties.



Carport

Win - Win. That is the best description for a SunWize solar carport installation. Produce renewable electricity and provide shade.



Ground-Mount

If you have an area of unused land, a solar ground mount system is a great option.



Tracker

Maximize your power production. Trackers pivot your solar panels on either a single axis or a double axis, changing their orientation as the sun moves across the sky.



Remote Sites

SunWize constructs difficult projects in remote locations. Over the years we've designed and managed the installation of projects in remote national parks, in Hawaii, and on the territorial islands of American Samoa.



EXPERIENCE: Loma Linda VA Hospital

SYSTEM DESCRIPTION

309 kW rooftop system

SYSTEM LOCATION

Loma Linda, CA

DATE INSTALLED

Phase 1: September 2008

Phase 2: July 2012

PROJECT CHALLENGE

Hospitals are enormous consumers of energy, but have limited space for photovoltaic panels.

HOW SUNWIZE MET THE CHALLENGE

SunWize selected SANYO solar modules for this as system, which are amongst the highest efficiency modules available today. Further the SunWize engineering team carefully designed the system to most effectively use the limited roof space and budget. This approach maximizes the energy generation and allows opens spaces for future systems. In 2011, SunWize was competitively awarded a Phase 2 project, which fills the balance of the roof and uses solar carports to deliver additional solar energy to the hospital. The solar carports are curved to match the existing parking areas.



"We are appreciative of the expert project and construction management of SunWize and their ability to work within the many location, timing and safety constraints. We are also impressed by the quality of the installation and the attention to detail."

LARRY BARRETT

Energy Manager, Jerry L. Pettis Memorial Medical Center



EXPERIENCE: Dallas VA Medical Center

SYSTEM DESCRIPTION

337 kW rooftop ballasted system

SYSTEM LOCATION

Dallas, TX

DATE INSTALLED

February 2009

PROJECT CHALLENGE

The medical center has 24/7 operations that cannot be disrupted by construction projects. Since the building is tall a large crane was required to safely lift the solar equipment to the roof.

HOW SUNWIZE MET THE CHALLENGE

Setting up and safely operating large cranes can be disruptive to facility operations; therefore, SunWize's diligent Project Management and Engineering teams chose to pre-assemble the solar modules into panels of four solar modules each. Pre-assembly at the SunWize warehouse reduced on-site material handling and installation time, which facilitated quicker crane lifts and a shorter on-site construction schedule. These efforts minimized disruption and met the customer's requirements.



"I appreciate the diligent project and construction management of SunWize. Nobody has worked as hard as SunWize to address my requirements. Moreover, I am glad for the careful, conservative approach to structural engineering taken. In the 'microburst' storm that destroyed the Dallas Cowboy training facility on May 2, 2009 and uprooted trees and light poles here at the hospital, our rooftop PV system stayed put."

RICK HART
Energy Manager, Dallas Medical Center



EXPERIENCE: Phoenix VA Medical Center

SYSTEM DESCRIPTION

4.45 MW carport system

SYSTEM LOCATION

Phoenix, AZ

DATE INSTALLED

Phase I: March 2011

Phase II: July 2012

PROJECT CHALLENGE

Parking space is constrained at this facility. Project required demolition of end-of-life buildings, building new parking lots and reworking existing lots, and coordination with upgrades to electrical service infrastructure.

HOW SUNWIZE MET THE CHALLENGE

SunWize assisted the VA with planning, securing, and moving personnel into temporary office space prior to demolition of end-of-life buildings. SunWize pre-panelized the solar arrays off-site to reduce on-site construction time, installed the system during non-operational night hours, and used underground boring instead of trenching to minimize the impact on parking.



“SunWize has been a great partner to VA, taking phase one from concept to the operational carport system now providing clean solar energy to the hospital. We are proud to be a renewable energy leader in the health care community and look forward to working with SunWize on the completion of phase two.”

JAMES LARSON
Energy Manager, Carl T. Hayden VA Medical Center



EXPERIENCE: Callexico Land Port of Entry

SYSTEM DESCRIPTION

322 kW ground-mounted tracking system

SYSTEM LOCATION

Callexico, CA

DATE INSTALLED

November 2011

PROJECT CHALLENGE

The land area provided was inadequate to produce the amount of energy desired by the port authority using a typical fixed ground mount PV system.

HOW SUNWIZE MET THE CHALLENGE

A single axis tracking system was selected with a combination of high efficiency SANYO modules. The tracking system rotates the modules from east to west during the day keeping the modules at the optimal angle of incidence to the sun; therefore, producing more energy (kWh) than a fixed ground mount system. Single-axis trackers are often optimal solutions for locations



"I would like to express my appreciation for providing GSA and the tax payers a great service. You both went the extra mile in accommodating GSA on many levels, and I really appreciate that! Please use me as a reference for future projects, I will give SunWize the highest possible evaluation& recommendation."

MIKE BOWLING

Project Manager, GSA Facilities Management Division



GSA Calexico Project

- Small Business Highlights

<i>Calexico GSA Contract</i>	<i>SBA Goal</i>	<i>SunWize Actual</i>
Small Business	23%	68%
Service Disabled Veteran Owned Small Business	5%	62%

- GSA Working Relationship
 - Bi-Weekly Scheduled Meetings
 - Open Communications
 - Hands On Approach
 - Team Work

SunWize Small Business Program

SunWize's Small Business Program mission is to proactively identify, build relationships with, and purchase products and services from small business concerns that can help SunWize and GSA achieve their growth objectives.

How to do Business with SunWize

- Contact the SBLO or SunWize Project Manager
- Complete Contracting Team Data Form
- Add to Bidders List
- Contact Small Business for Competitive Bid
- Award Contract

Small Business Liaison Officer

- **SunWize has a dedicated position as the Small Business Liaison Officer (SBLO)**
- **Responsibilities Include:**
 - **Administers the Small Business Program**
 - **Develops, Promotes, and Monitors Compliance**
 - **Prepares and Submits Required Reports**
 - **Acts as Liaison between Small Business and SunWize**

Cindy Kuhn

Small Business Liaison Officer

ckuhn@sunwize.com

408-510-5180



Thank You

Any Questions?